

Message Text

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P 222347Z APR 76

FM SECSTATE WASHDC

TO AMCONSUL ZAGREB PRIORITY

INFO AMEMBASSY BELGRADE PRIORITY

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E.O. 11652:NA

TAGS:BEXP, YO

SUBJECT: PRODUCT OPPORTUNITY - NAFTAVOD OIL PIPELINE -

--- TELEMETRY AND CONTROL EQUIPMENT

REF: BELGRADE 1674; STATE 93581; AND PHONECON WALLER -

--- LEON, 20 APRIL 76

1. FURTHER DISCUSSIONS WITH U.S. FIRMS INDICATES POSSIBLE SUBMISSION BY TAYLOR INSTRUMENTS CO. EUR., LTD OUT OF LONDON, A FIRM ASSOCIATED WITH FOXBORO. TRW ADVISES THEY HAVE SUBMITTED PAPERS FOR QUALIFICATION FROM LONDON OFFICE. HARRIS CONTROLS ONLY OTHER U.S. FIRM PLANNING TO APPLY FOR QUALIFICATION TO BID.

2. AS WAS POINTED OUT IN DISCUSSIONS AT ZAGREB WITH NAFTAVOD ON APRIL 15 AT MEETING ATTENDED BY LEON FROM USDOC DUE GREAT EXPERIENCE OF U.S. FIRMS WOULD HOPE THEY WOULD NOT RULE OUT LATE RECEIPT OF RESPONSES BY U.S. FIRMS. IN PHONECON WITH WALLER POINTED OUT THAT HARRIS IN ADDITION TO GREAT EXPERIENCE IS ALSO A MANUFACTURER OF MOST EQUIPMENT
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NEEDED AND CAN MAKE EARLY DELIVERIES WHICH SHOULD BE

IMPORTANT FACTOR DUE URGENT NEED FOR SYSTEM COMPLETION AND OPERATION AS EXPRESSED AT APRIL 15 MEETING WITH NAFTOVOD.

3. THOMAS PUNCH, DIR. OF MARKETING AND PETER ANDERSON, ASST. ENGINEER FOR INTERNATIONAL MARKETING PLAN DELIVER DOCUMENTS TO NAFTOVOD ON APRIL 29 AND WILL CONTACT GROSS FOR ASSISTANCE. THEY WILL DELIVER A COMPLETE REPEAT COMPLETE PACKAGE TO NAFTOVOD. ALSO PLAN MAKE SLIDE PRESENTATION SHOWING OTHER COMPLETED PROJECTS.

4. IN VIEW POTENTIAL AT NAFTAGAS PER MEETING WITH DIRECTOR JEVTIC BY LEON ON APRIL 16 AT BELGRADE, RECOMMENDING THAT PUNCH AND ANDERSON GO TO BELGRADE FOR MEETING WITH NAFTAGAS, THEY WILL CONTACT WALLER IN THIS REGARD.

5. HARRIS CONTROLS WILL NEED A REPRESENTATIVE IN YUGOSLAVIA AND WISHES RECOMMENDATIONS FROM POSTS, PUNCH WISHES TO DISCUSS WHEN IN COUNTRY. KISSINGER

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